

Totals	Issued Prior to 8/1/93	Standard Plans								Basic & Essential		Totals
		Plan A/50	Plan B		Plan C		Plan D		HMO Plans	Indemnity, PPO/EPO	HMO	
A. Report by Contract		Indemnity	Indemnity	PPO	Indemnity	PPO/POS	Indemnity	PPO/POS				
I. # of Contracts Inforce Beginning of Period	429	3,294	154	-	2,648	6,633	380	1,333	36,460	7,790	1,877	60,569
II. # of New Sales and Conversions Issued During Period		108	4	-	54	613	4	119	2,717	4,119	122	7,860
1. # of New Contracts Issued to Employed Individuals		32	1	-	11	-	1	-	591	724	-	1,360
2. # of New Contracts Issued to Unemployed Individuals		52	-	-	33	-	1	-	1,487	1,461	-	3,034
3. # of New Contracts Issued with Unknown Employment Status		24	3	-	10	613	2	119	632	1,934	2	3,339
4. # of Replacement Contracts Issued to Previously Insured Individuals		62	1	-	32	-	1	-	1,267	767	-	2,130
5. # of Replacement Contracts Issued to Previously Uninsured Individuals		28	-	-	14	-	1	-	851	1,416	2	2,312
6. # of Contracts Issued with Unknown Replacement Status		12	3	-	8	-	2	-	360	449	-	834
III. # of Contracts Lapsed in Period	17	269	10	-	273	390	40	99	3,356	738	53	5,228
IV. # of Contracts Inforce End of Period [IV=(I+II)-III]	412	3,133	148	-	2,429	6,856	344	1,353	35,821	11,171	1,946	63,201

B. Report by Persons Insured												
I. # Insured Beginning of Period	501	4,617	175	-	3,527	10,451	494	1,949	46,669	9,632	2,215	79,729
II. # of New Insureds During Period		139	4	-	70	898	4	170	3,504	5,269	159	10,217
III. # of Insureds Lapsed During Period	18	411	10	-	377	918	54	125	4,496	970	52	7,413
IV. # Insured End of Period [IV=(I+II)-III]	483	4,345	169	-	3,220	10,431	444	1,994	45,677	13,931	2,322	82,533

C. Report of Contracts by Rating Category												
I. # of Single Contracts	380	2,671	135	-	2,122	5,059	300	1,042	30,261	9,650	1,704	52,944
II. # of Husband and Wife Contracts	-	40	6	-	45	719	10	126	1,452	584	83	3,065
III. # of Parent and Child(ren) Contracts	7	83	3	-	76	343	13	59	3,302	447	49	4,375
IV. # of Family Contracts	25	339	4	-	186	735	21	126	806	490	110	2,817
V. # of Contracts Inforce End of Period [V=I+II+III+IV]	412	3,133	148	-	2,429	6,856	344	1,353	35,821	11,171	1,946	63,201

D. Report of Contracts by Deductible/Copayment Option (End of Period)												
I. # of Contracts with \$10 Copay	-	-	-	-	-	-	-	-	1,028	-	-	1,028
II. # of Contracts with \$500 Deductible or \$15 Copay	-	1	-	-	-	-	15	-	1,518	-	-	1,534
III. # of Contracts with \$1000 Deductible or \$20 Copay	-	39	90	-	127	2,259	99	1,353	1,576	-	-	5,543
IV. # of Contracts with \$2500 Deductible or \$30 Copay	-	118	58	-	1,070	4,597	-	-	31,699	-	-	37,542
V. # of Contracts with \$1500, \$2250, \$3000, or \$4500 Deductible	-	-	-	-	1,136	-	189	-	-	-	-	1,325
VI. # of Contracts with Inflation-Adjusted Deductible	-	-	-	-	96	-	41	-	-	-	-	137
VII. # of Contracts with \$5000 Deductible	-	700	-	-	-	-	-	-	-	-	-	700
VIII. # of Contracts with \$10000 Deductible	-	2,275	-	-	-	-	-	-	-	-	-	2,275
IX. # of Contracts Issued as Basic & Essential Plans	-	-	-	-	-	-	-	-	-	11,171	1,946	13,117
X. # of Contracts Inforce End of Period [IX=I+II+III+IV+V+VI+VII+VIII+IX]*	-	3,133	148	-	2,429	6,856	344	1,353	35,821	11,171	1,946	63,201

% of Contracts Issued to Persons Previously Uninsured	29.41%
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Note: A.IV=C.V=D.IX